

Message Text

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21

ACTION COME-00

INFO OCT-01 EA-11 EB-12 ISO-00 XMB-07 TRSE-00 AID-05 OMB-01

DRC-01 RSC-01 /039 W

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R 050457Z OCT 74

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 6273

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FOR COMMERCE

E.O. 11652: N/A

TAGS: BGEN, KS

SUBJECT: SAMCHOK EXPANSION PROJECT OF TONG YANG CEMENT CO.

1. TONG YANG CEMENT MFG. CO. IS RECIPIENT OF 1973 \$23 MILLION EXIM/BOA LOAN IN CONNECTION WITH ITS SAMCHOK PLANT EXPANSION. TONG YANG'S CONTRACT IS WITH FULLER COMPANY OF CATASAUQUA, PA.

2. GENERAL ELECTRIC IS FULLER'S SUPPLIER FOR HV SWITCH-GEAR, TRANSFORMERS, RELAY PANEL, OIL CIRCUIT BREAKERS, D.C. BATTERIES AND OTHER ELECTRICAL APPARATUS. MOST RECENT G.E. DELIVERY DATES FOR THIS EQUIPMENT NOW 3-9 MONTHS DELAYED, JEOPARDIZING ON-TIME COMPLETION OF PLANT AND TONG YANG'S TOP MANAGEMENT HAVE REQUESTED EMBASSY ASSISTANCE IN PRESSING G.E. FOR STEPPED-UP DELIVERIES.

3. ROKG CALLED IN TONG YANG'S CHAIRMAN ON OCTOBER 2 AND EMPHASIZED IMPORTANCE TO GOVERNMENT PLANS FOR ON-TIME OR EARLY COMPLETION OF EXPANSION PROGRAM. DIRE CONSEQUENCES INFERRED BY ROKG IF COMPLETION DELAYED.

4. EMBASSY OFFICER BY TELEPHONE CONTACTED G.E. FAR EAST PRESIDENT, HOWARD ANNIN IN TOKYO, TO APPRISE HIM OF PROBLEM AND TO ALERT HIM THAT TONG YANG CHAIRMAN WOULD

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VISIT HIM ABOUT THIS PROBLEM ON OCTOBER 3. EMBASSY HAS

NOT HEARD RESULTS OF THAT MEETING BUT ANNIN WHO PROMISED
TO ASSIST WILL BE IN SEOUL OCTOBER 7.

5. IN CABLE TO TONG YANG FROM COMPANY OFFICIAL NOW
VISITING U.S., FULLER'S PRESIDENT WAS QUOTED AS SAYING THAT
HE HAD VISITED G.E. IN U.S. AND WAS NOT SATISFIED THAT G.E.
WAS MAKING REAL EFFORT TO MEET ORIGINAL DELIVERY DATES AND
THAT HE WOULD BE SEEING G.E. PRESIDENT ABOUT PROBLEM.

6. THIS PROJECT WAS RECENT SUCCESSFUL SIGNIFICANT
EFFORT BY COMMERCE AND EMBASSY TO SECURE CONTRACT FOR
AMERICAN INTERESTS AND WAS CONSIDERED OUTSTANDING BREAK-
THROUGH FOR FULLER CO. EMBASSY BELIEVES WE SHOULD DO
EVERYTHING POSSIBLE TO ENSURE ON-TIME COMPLETION OF PROJECT
IN ORDER REFLECT CREDIT ON FULLER AND TO SUPPORT OUR
ORIGINAL JUDGMENT IN PUSHING FULLER'S INVOLVEMENT. USDOC
ASSISTANCE WILL BE APPRECIATED.
SNEIDER

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